

# RJ REYNOLDS

L E M

TOBACCO COMPANY

J. CAMPBELL / ROU 1610  
PROMOTIONAL COORDINATOR

8899 MAIN STREET  
WILLIAMSVILLE, NY 14221  
(716) 634-4179  
FAX (716) 634-3145

May 5, 1998

RJR Account #«SIS»

«NAME»

«ACCOUNT»

JUNE CTS: DORAL BUY 4 PACKS GET 1 PACK FREE / PROMOTION #800532

Dear «GREETING»:

DORAL B4G1F 'PRE-SLEEVED' product (6M) has been ordered, along with «SKUS» Display / P.O.S. Kits, Item #542195 to pack and ship this promotion to participating retail accounts on the attached Customer List. Refer to the Customer List for specific distribution of product and Display Kits.

«PO»

DORAL B4G1F BRAND STYLES	UPC Code	#/ (6M) Cases
Light King	12300-25350	«STYLE1»
Light 100	12300-25351	«STYLE1»
FF 100	12300-25352	«STYLE1»
Lt Men 100	12300-25353	«STYLE1»
Ult Lt 100	12300-25354	«STYLE1»
Box 100	12300-25355	«STYLE1»
Lt Box 100	12300-25356	«STYLE1»

Displays (Item #542195)

SKU CUBE: 2.3350

SKU WT (w/o Product): 4.4200 lbs

Retail Sales Offer per Sku: 70 units

Billing per 6M Case: 24 Savings Cartons

Product / Display Arrival: May 19, 1998

Ship Date to Retail: Week of: June 8, 1998

EFT \$ Amount: \$«EFT»

PARTNERS 'BONUS' REPORTING DESCRIPTION

'DOR JUN B4G1F'

51852 7548

-2-  
B4G1F CTS  
«ACCOUNT»

**PROMOTION DESCRIPTION:**

DORAL DISPLAY KIT CONTAIN GENERIC 30-CARTON DISPLAY,  
1 P.O.S. CARD, AND 1 RISER CARD.

\* \* \* \* NO PACKING IS REQUIRED \* \* \* \*

**SHIP NUMBER OF P.O.S. / DISPLAY KITS (Item #542195) AND NUMBER OF  
CARTONS PER BRAND STYLE TO EACH RETAIL ACCOUNT AS INDICATED ON  
THE ATTACHED CUSTOMER LIST.**

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you \$3.60 per each promoted 6M case for all product packed and shipped to retail on a timely basis. This equates to \$«PYMT» («CASES» (6M) case(s) @ \$3.60). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

*Judy*

J. Campbell  
Promotional Coordinator / 1610  
/jc  
cc: «CC»  
L. E. MacWilliams

Enclosure: Customer List  
Promotional Flyer

Note to RJR Manager:  
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

JUNDORB4.DOC

51852 7549

Lori -  
Same Promo -  
Sorted by  
Retail Reps /  
Sales Reps /  
16XX Chains

51852 7550

## SALES REPS

PROMOTION #800532: DORAL BUY 4 PACKS GET 1 PACK FREE											
RETAIL DISTRIBUTION DATE: 6/8/98											
DIRECT ACCOUNT TO SHIP NUMBER OF DISPLAYS AND CARTONS PER BRAND STYLE TO RETAIL. NO PACKING REQUIRED.											
7 BRAND STYLES: DORAL LT / DORAL LT 100 / DORAL FF 100 / DORAL LT MEN 100 / DORAL ULT LT 100 / DORAL BOX 100 / DORAL LT BOX 100											
** DISPLAYS WILL BE SHIPPED DIRECTLY TO STORES FOR RETAIL ACCOUNTS HANDLED BY: PINE STATE TOBACCO.											
S/REP	R/REP	RJR*	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID	SEGMENT	VAP NAME	# DISPLAYS	# CARTONS
										(ITEM #642195)	PER STYLE
162202	162232	738679	MC'S	247 W GENESEE ST	AUBURN	NY	2174-00-00	CS	533288 JONES MCINTOSH INC	6	30
162202	162232	744019	CHAIN'S SMOKE SHOP	76 OVID ST	SENECA FALLS	NY	2174-00-00	CS	533288 JONES MCINTOSH INC	6513	6
162202	162232	801519	CHAIN'S IV	ROUTE 31 W	CLYDE	NY	2174-00-00	CS	533288 JONES MCINTOSH INC	6	30
162202	162232	801521	CHAIN'S V	380 E MAIN ST	WATERLOO	NY	2174-00-00	CS	533288 JONES MCINTOSH INC	6	30
162204	162228	396574	DANDY MINI MART # 5	RR 1 BOX 63B	TOWANDA	PA	4127-01-00	CS	276331 FLEMING CO./ALTOONA	3275	6
162204	162223	635914	SMOKIN JOES TOB SHOP	SR 171	SUSQUEHANNA	PA	0525-00-00	CS	425810 MILLER DISTRIB. INC	6	30
162204	162223	674333	SMOKIN JOES	270 W ROOSEVELT HWY	WAYMART	PA	0525-00-00	CS	425810 MILLER DISTRIB. INC	6	30
162204	162228	676785	SMOKIN JOES TOB SHOP	300 N ELMIRA ST	SAYRE	PA	0525-00-00	CS	425810 MILLER DISTRIB. INC	6	30
162204	162223	705046	SMOKIN JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	0525-00-00	CS	425810 MILLER DISTRIB. INC	6	30
162206	162234	763572	TOTALLY TOBACCO	1706 ORISKANY ST W	UTICA	NY	3438-00-00	CS	276331 FLEMING CO./ALTOONA	6	30
162206	162235	451878	GREENE'S MOBIL, INC.	90 W MAIN ST	ILION	NY	2845-00-00	CS	570300 SCHEIDELMAN, INC	3025	6
162209	162221	689353	SMOKIN JOES TOBACCO	751 MILFORD RD	EAST STROUDSBURG	PA	0525-00-00	CS	425810 MILLER DISTRIB. INC	6	30
162209	162223	469492	TOBACCO ROAD I INC	ALTIER PLAZA ROUTE 6	MAYFIELD	PA	4058-00-00	CS	761406 KLEIN CANDY	3	15
162209	162227	584016	TOBACCO ROAD II INC	BOX 3	HONESDALE	PA	4058-00-00	CS	761406 KLEIN CANDY	3	15
162209	162229	646088	TOBACCO ROAD 111	RT 590	HAMLIN	PA	4058-00-00	CS	761406 KLEIN CANDY	3	15
162209	162229	687425	TOBACCO ROAD IV	ROUTE 940 MT POCONO P	MOUNT POCONO	PA	4058-00-00	CS	761406 KLEIN CANDY	3	15
162209	162229	739242	TOBACCO ROAD V	FOUNTAIN SPRING RT 611	TANNERSVILLE	PA	4058-00-00	CS	761406 KLEIN CANDY	2	10

**PROMOTION #800532: DORAL BUY 4 PACKS GET 1 PACK FREE**

**RETAIL DISTRIBUTION DATE:** 6/8/98

**DIRECT ACCOUNT TO SHIP NUMBER OF DISPLAYS AND CARTONS PER BRAND STYLE TO RETAIL. NO PACKING REQUIRED.**

**DORAL LT / DORAL LT 100 / DORAL FF 100 / DORAL LT MEN 100 / DORAL ULT LT 100 / DORAL BOX 100 / DORAL LT BOX 100**

**\*\* DISPLAYS WILL BE SHIPPED DIRECTLY TO STORES FOR RETAIL ACCOUNTS HANDLED BY: PINE STATE TOBACCO.**

#	DISP#	ITEM #	DISPLAYS	PER STYLE										
	REP#	REP#	RUR#	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID	SEGMENT	VAP NAME	VAP ID	SPL#	ITEM #	CARTONS
162210	162233	759634	SMOKERS CHOICE	ROUTE 23	ONEONTA	NY	2253-00-00	CS	442680	MOUNTAIN CANDY & CIG		6	30	
162210	162227	772268	SMOKER'S CHOICE 2	259 DUNNING RD	MIDDLETOWN	NY	2253-00-00	CS	442680	MOUNTAIN CANDY & CIG		6	30	
162210	162234	786561	SMOKERS CHOICE III	151 E MAIN ST	COBLESKILL	NY	2253-00-00	CS	442680	MOUNTAIN CANDY & CIG		6	30	
162210	162234	817127	SMOKERS CHOICE 4	RR 3 BOX 5	AMSTERDAM	NY	2253-00-00	CS	442680	MOUNTAIN CANDY & CIG		6	30	
162210	162227	738953	TOBACCO ROAD VI	WESTFALL TOWN CENTER	MATAMORAS	PA	4058-00-00	CS	761406	KLEIN CANDY		2	10	
162302	162320	566184	MINOQUE'S BEVERAGE	AVIATION ROAD	QUEENSBURY	NY	1126-00-00	CS	160600	DONAHUE TOBACCO CO		3	30	
162302	162321	566187	MINOQUE'S BEVERAGE	16 WEST AVE	SARATOGA SPRIN	NY	1126-00-00	CS	160600	DONAHUE TOBACCO CO		3	30	
162302	162321	566189	MINOQUE'S BEVERAGE	ROUTE 9	WILTON	NY	1126-00-00	CS	160600	DONAHUE TOBACCO CO		3	30	
162302	162325	399687	MARTIN'S MINI MART	MAIN STREET	BENNINGTON	VT	2794-02-00	CN	315288	DOWLINGS INC.	3397	6	30	
162302	162325	48345	PAULINS, INC.	BANK STREET	NO BENNINGTON	VT	5238-00-00	CS	503160	PINE STATE TOB.&CDY.	932301	6	30	
162302	162325	623875	PAULINS GAS & STORE	HISTORIC 7A	SHAFTSBURY	VT	5238-00-00	CS	503160	PINE STATE TOB.&CDY.		6	30	
162302	162325	636765	PAULINS INC.	HISTORIC RT 7A	ARLINGTON	VT	5238-00-00	CS	503160	PINE STATE TOB.&CDY.	934497	6	30	
162303	162322	765418	SMOKERS PARADISE	14 SARATOGA RD	SCOTIA	NY	3441-00-00	CS	442680	MOUNTAIN CANDY & CIG		6	30	
162304	162322	777125	SMOKERS PARADISE III	INC.	LATHAM	NY	3441-00-00	CS	442680	MOUNTAIN CANDY & CIG		6	30	
162305	162322	757620	SMOKERS PARADISE	90 STATE ST	ALBANY	NY	3441-00-00	CS	442680	MOUNTAIN CANDY & CIG	985499	6	30	
162306	162325	777133	SMOKERS PARADISE V	604 PAWLING AVE	TROY	NY	3441-00-00	CS	442680	MOUNTAIN CANDY & CIG		6	30	
162306	162325	784251	SMOKERS PARADISE VII	TROY PLAZA	TROY	NY	3441-00-00	CS	442680	MOUNTAIN CANDY & CIG		6	30	

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MS/REP#	REP#	RJFC#	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID	SEGMENT	DISP VAR NAME	DISP SPL#	# DISPLAYS	VAP#	(ITEM #)	CARTONS	PER STYLE	
162602	162630	752927	THE HUMIDOR	4610 SOUTH LAKE ROAD	BROCKPORT	NY	4141-01-00	CS	649920	TRIPIFOODS INC.	1383	2	10			
162602	162630	761691	SMOKERS OUTLET M0075	2440 RIDGE RD W	ROCHESTER	NY	0565-01-00	CS	649920	TRIPIFOODS INC.	1334	4	20			
162605	162624	761687	SMOKERS OUTLET M0344	204 W UNION ST	NEWARK	NY	0565-01-00	CS	649920	TRIPIFOODS INC.	1333	4	20			
162606	162628	776606	CHOICE STORE 44056	195 E MAIN ST	BRADFORD	PA	0578-01-00	CS	276331	FLEMING CO./ALTOONA		6	30			
162607	162228	698700	DANDY MINI MART #22	RR 2 BOX 41B	MILLERTON	PA	4127-01-00	CS	276331	FLEMING CO./ALTOONA	3292	6	30			
162607	162627	747718	CHOICE STORE #44122	ROUTE 144	MILESBURG	PA	0578-01-00	CS	276331	FLEMING CO./ALTOONA		6	30			
162607	162628	757617	CHOICE STORE #44070	215 PENNSYLVANIA AVE	WARREN	PA	0578-01-00	CS	276331	FLEMING CO./ALTOONA		6	30			
162607	162228	759908	DANDY MINI MART #25	71 MAIN ST	LAWRENCEVILLE	PA	4127-01-00	CS	276331	FLEMING CO./ALTOONA	3295	6	30			
162607	162228	750649	SMOKIN JOE'S	140 EAST AVE	WELLSBORO	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC		6	30			
162607	162627	772869	SMOKERS OUTLET M0190	1200 S BRADY ST	DU BOIS	PA	0565-01-00	CS	649920	TRIPIFOODS INC.	1336	4	20			
163805	163820	643523	SALEM EXXON	135 S BROADWAY	SALEM	NH	5474-00-00	CS	503160	PINE STATE TOB.&CDY.		6	30			

## DORAL

- June CTS Outlet Pack Promotion - Buy 4 packs get 1 pack free with name generation insert.
  - VAP ship date to retail week of **June 15, 1998**.
  - Promotion targeted for Retail Partners.
  - Designed to:
    - ➔ Ensure franchise retention during heavy competitive promotion activity
    - ➔ Generate names for DORAL & Co.
  - Utilize special 30-carton display with riser card.

51852 7554

## RETAIL REPS

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7 BRAND STYLES: DORAL LT / DORAL LT 100 / DORAL FF 100 / DORAL LT MEN 100 / DORAL ULT LT 100 / DORAL BOX 100 / DORAL LT BOX 100													
** DISPLAYS WILL BE SHIPPED DIRECTLY TO STORES FOR RETAIL ACCOUNTS HANDLED BY: PINE STATE TOBACCO.													
162209	162221	689353	SMOKIN JOES TOBACCO	751 MILFORD RD	EAST STROUDSBURG	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC	6	30	
162204	162223	635914	SMOKIN JOES TOB SHOP	SR 171	SUSQUEHANNA	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC	6	30	
162204	162223	674333	SMOKIN JOES	270 W ROOSEVELT HWY	WAYMART	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC	6	30	
162204	162223	705046	SMOKIN JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC	6	30	
162209	162223	469492	TOBACCO ROAD I INC	ALTIER PLAZA ROUTE 6	MAYFIELD	PA	4058-00-00	CS	761406	KLEIN CANDY	3	15	
162210	162227	772268	SMOKER'S CHOICE 2	259 DUNNING RD	MIDDLETOWN	NY	2253-00-00	CS	442680	MOUNTAIN CANDY & CIG	6	30	
162209	162227	584016	TOBACCO ROAD II INC	BOX 3	HONESDALE	PA	4058-00-00	CS	761406	KLEIN CANDY	3	15	
162210	162227	738953	TOBACCO ROAD VI	WESTFALL TOWN CENTER	MATAMORAS	PA	4058-00-00	CS	761406	KLEIN CANDY	2	10	
162204	162228	396574	DANDY MINI MART # 5	RR 1 BOX 63B	TOWANDA	PA	4127-01-00	CS	276331	FLEMING CO./ALTOONA	3275	5	30
162607	162228	698700	DANDY MINI MART #22	RR 2 BOX 41B	MILLERTON	PA	4127-01-00	CS	276331	FLEMING CO./ALTOONA	3292	6	30
162607	162228	759908	DANDY MINI MART #25	71 MAIN ST	LAWRENCEVILLE	PA	4127-01-00	CS	276331	FLEMING CO./ALTOONA	3295	6	30
162204	162228	676785	SMOKIN JOES TOB SHOP	300 N ELMIRA ST	SAYRE	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC	6	30	
162607	162228	750649	SMOKIN JOE'S	140 EAST AVE	WELLSBORO	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC	6	30	
162209	162229	646088	TOBACCO ROAD 111	RT 590	HAMLIN	PA	4058-00-00	CS	761406	KLEIN CANDY	3	15	
162209	162229	687425	TOBACCO ROAD IV	ROUTE 940 MT POCONO P	MOUNT POCONO	PA	4058-00-00	CS	761406	KLEIN CANDY	3	15	
162209	162229	739242	TOBACCO ROAD V	FOUNTAIN SPRING RT 611	TANNERSVILLE	PA	4058-00-00	CS	761406	KLEIN CANDY	2	10	

## RETAIL REPS

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#	REP#	REPR#	RR#	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID	SEGMENT	CS#	VARNAME	ITEM #	DISPLAYS	CARTONS
												SPL#	PER STYLE	PER #42195
162202	162232	738679	MC'S		247 W GENESEE ST	AUBURN	NY	2174-00-00	CS	533288	JONES MCINTOSH INC		6	30
162202	162232	744019	CHAIN'S SMOKE SHOP	76 OVID ST	SENECA FALLS	NY	2174-00-00	CS	533288	JONES MCINTOSH INC	6513	6	30	
162202	162232	801519	CHAIN'S IV	ROUTE 31 W	CLYDE	NY	2174-00-00	CS	533288	JONES MCINTOSH INC		6	30	
162202	162232	801521	CHAIN'S V	380 E MAIN ST	WATERLOO	NY	2174-00-00	CS	533288	JONES MCINTOSH INC		6	30	
162210	162233	759634	SMOKERS CHOICE	ROUTE 23	ONEONTA	NY	2253-00-00	CS	442680	MOUNTAIN CANDY & CIG		6	30	
162206	162234	763572	TOTALLY TOBACCO	1706 ORISKANY ST W	UTICA	NY	3438-00-00	CS	276331	FLEMING CO/JALTOONA		6	30	
162210	162234	786561	SMOKERS CHOICE III	151 E MAIN ST	COBLESKILL	NY	2253-00-00	CS	442680	MOUNTAIN CANDY & CIG		6	30	
162210	162234	817127	SMOKERS CHOICE 4	RR 3 BOX S	AMSTERDAM	NY	2253-00-00	CS	442680	MOUNTAIN CANDY & CIG		6	30	
162206	162235	451878	GREENE'S MOBIL, INC.	90 W MAIN ST	ILION	NY	2845-00-00	CS	570300	SCHEIDELMAN, INC	3025	6	30	
162302	162320	566184	MINOQUE'S BEVERAGE	AVIATION ROAD	QUEENSBURY	NY	1126-00-00	CS	160600	DONAHUE TOBACCO CO		3	30	
162302	162321	566187	MINOQUE'S BEVERAGE	16 WEST AVE	SARATOGA SPRIN	NY	1126-00-00	CS	160600	DONAHUE TOBACCO CO		3	30	
162302	162321	566189	MINOQUE'S BEVERAGE	ROUTE 9	WILTON	NY	1126-00-00	CS	160600	DONAHUE TOBACCO CO		3	30	
162303	162322	765418	SMOKERS PARADISE	14 SARATOGA RD	SCOTIA	NY	3441-00-00	CS	442680	MOUNTAIN CANDY & CIG		6	30	
162304	162322	777125	SMOKERS PARADISE III	INC.	LATHAM	NY	3441-00-00	CS	442680	MOUNTAIN CANDY & CIG		6	30	
162305	162322	757620	SMOKERS PARADISE	90 STATE ST	ALBANY	NY	3441-00-00	CS	442680	MOUNTAIN CANDY & CIG	985499	6	30	

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<b>DIRECT ACCOUNT TO SHIP NUMBER OF DISPLAYS AND CARTONS PER BRAND STYLE TO RETAIL. NO PACKING REQUIRED.</b>													
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<b>* * DISPLAYS WILL BE SHIPPED DIRECTLY TO STORES FOR RETAIL ACCOUNTS HANDLED BY: PINE STATE TOBACCO.</b>													
S/REP#	R/REP#	ACCT-NUM	NAME	ADDRESS	CITY	STATE	CHAIN-ID	SEGMENT	SIZE	VAP NAME	# DISPLAYS	# CARTONS	
162302	162325	399687	MARTIN'S MINI MART	MAIN STREET	BENNINGTON	VT	2794-02-00	CN	315288	DOWLING'S INC.	3397	6	30
162306	162325	777133	SMOKERS PARADISE V	604 PAWLING AVE	TROY	NY	3441-00-00	CS	442680	MOUNTAIN CANDY & CIG		6	30
162306	162325	784251	SMOKERS PARADISE VII	TROY PLAZA	TROY	NY	3441-00-00	CS	442680	MOUNTAIN CANDY & CIG		6	30
162302	162325	48345	PAULINS, INC.	BANK STREET	NO BENNINGTON	VT	5238-00-00	CS	503160	PINE STATE TOB.&CDY.	932301	6	30
162302	162325	623875	PAULINS GAS & STORE	HISTORIC 7A	SHAFTSBURY	VT	5238-00-00	CS	503160	PINE STATE TOB.&CDY.		6	30
162302	162325	636765	PAULINS INC.	HISTORIC RT 7A	ARLINGTON	VT	5238-00-00	CS	503160	PINE STATE TOB.&CDY.	934497	6	30
162605	162624	761687	SMOKERS OUTLET M0344	204 W UNION ST	NEWARK	NY	0565-01-00	CS	649920	TRIPIFOODS INC.	1333	4	20
162607	162627	747718	CHOICE STORE #44122	ROUTE 144	MILESBURG	PA	0578-01-00	CS	276331	FLEMING CO./ALTOONA		6	30
162607	162627	772869	SMOKERS OUTLET M0190	1200 S BRADY ST	DU BOIS	PA	0565-01-00	CS	649920	TRIPIFOODS INC.	1336	4	20
162606	162628	776606	CHOICE STORE 44056	195 E MAIN ST	BRADFORD	PA	0578-01-00	CS	276331	FLEMING CO./ALTOONA		6	30
162607	162628	757617	CHOICE STORE #44070	215 PENNSYLVANIA AVE	WARREN	PA	0578-01-00	CS	276331	FLEMING CO./ALTOONA		6	30
162602	162630	752927	THE HUMIDOR	4610 SOUTH LAKE ROAD	BROCKPORT	NY	4141-01-00	CS	649920	TRIPIFOODS INC.	1383	2	10
162602	162630	761691	SMOKERS OUTLET M0075	2440 RIDGE RD W	ROCHESTER	NY	0565-01-00	CS	649920	TRIPIFOODS INC.	1334	4	20
163805	163820	643523	SALEM EXXON	135 S BROADWAY	SALEM	NH	5474-00-00	CS	503160	PINE STATE TOB.&CDY.		6	30

## DORAL

- June CTS Outlet Pack Promotion - Buy 4 packs get 1 pack free with name generation insert.
  - VAP ship date to retail week of **June 15, 1998**.
  - Promotion targeted for Retail Partners.
  - Designed to:
    - ➔ Ensure franchise retention during heavy competitive promotion activity
    - ➔ Generate names for DORAL & Co.
  - Utilize special 30-carton display with riser card.

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## CTS - 16XX CHAINS

**PROMOTION #800532: DORAL BUY 4 PACKS GET 1 PACK FREE****RETAIL DISTRIBUTION DATE: 6/8/98****DIRECT ACCOUNT TO SHIP NUMBER OF DISPLAYS AND CARTONS PER BRAND STYLE TO RETAIL. NO PACKING REQUIRED.****7 BRAND STYLES: DORAL LT / DORAL LT 100 / DORAL FF 100 / DORAL LT MEN 100 / DORAL ULT LT 100 / DORAL BOX 100 / DORAL LT BOX 100****7 STYLES****\*\* DISPLAYS WILL BE SHIPPED DIRECTLY TO STORES FOR RETAIL ACCOUNTS HANDLED BY: PINE STATE TOBACCO.**

SHIP TO REP	TRM#	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID	SEGMENT	SIS#	VAP	NAME	SHIP	ITEM	CARTONS
162204	162223	635914	SMOKIN JOES TOB SHOP	SR 171	SUSQUEHANNA	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC		6	30
162204	162223	674333	SMOKIN JOES	270 W ROOSEVELT HWY	WAYMART	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC		6	30
162204	162228	676785	SMOKIN JOES TOB SHOP	300 N ELMIRA ST	SAYRE	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC		6	30
162209	162221	689353	SMOKIN JOES TOBACCO	751 MILFORD RD	EAST STROUDSBUR	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC		6	30
162204	162223	705046	SMOKIN JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC		6	30
162607	162228	750649	SMOKIN JOE'S	140 EAST AVE	WELLSBORO	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC		6	30
173001	173020	168544	SMOKERS OUTLET M0149	7760 PEACH ST	ERIE	PA	0565-01-00	CS	649920	TRIPIFOODS INC.	1330	4	20
173001	173020	168544	SMOKERS OUTLET M0149	7760 PEACH ST	ERIE	PA	0565-01-00	CS	649920	TRIPIFOODS INC.	1330	2	10
292608	292626	759415	SMOKERS OUTLET M0375	1080 WAYNE AVE	CHAMBERSBURG	PA	0565-01-00	CS	649920	TRIPIFOODS INC.	1337	4	20
292608	292626	759415	SMOKERS OUTLET M0375	1080 WAYNE AVE	CHAMBERSBURG	PA	0565-01-00	CS	649920	TRIPIFOODS INC.	1337	2	10
162605	162624	761687	SMOKERS OUTLET M0344	204 W UNION ST	NEWARK	NY	0565-01-00	CS	649920	TRIPIFOODS INC.	1333	4	20
162602	162630	761691	SMOKERS OUTLET M0075	2440 RIDGE RD W	ROCHESTER	NY	0565-01-00	CS	649920	TRIPIFOODS INC.	1334	4	20
162607	162627	772869	SMOKERS OUTLET M0190	1200 S BRADY ST	DU BOIS	PA	0565-01-00	CS	649920	TRIPIFOODS INC.	1336	3	15
173001	173022	844738	SMOKERS OUTLET M0374	302 E CENTRAL	TITUSVILLE	PA	0565-01-00	CS	649920	TRIPIFOODS INC.	1331	3	15
173001	173022	844738	SMOKERS OUTLET M0374	302 E CENTRAL	TITUSVILLE	PA	0565-01-00	CS	649920	TRIPIFOODS INC.	1331	2	10
162302	162320	566184	MINOQUE'S BEVERAGE	AVIATION ROAD	QUEENSBURY	NY	1126-00-00	CS	160600	DONAHUE TOBACCO C		3	30
162302	162321	566187	MINOQUE'S BEVERAGE	16 WEST AVE	SARATOGA SPRING	NY	1126-00-00	CS	160600	DONAHUE TOBACCO C		3	30
162302	162321	566189	MINOQUE'S BEVERAGE	ROUTE 9	WILTON	NY	1126-00-00	CS	160600	DONAHUE TOBACCO C		3	30

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STREP	RIREP	RRIREP	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID	SEGMENT	VISI	VAP NAME	SPL	ITEM	CARTONS
162202	162232	738679	MCS	247 W.GENESEE ST	AUBURN	NY	2174-00-00	CS	533288	JONES MCINTOSH INC		6	30
162202	162232	744019	CHAIN'S SMOKE SHOP	76 OVID ST	SENECA FALLS	NY	2174-00-00	CS	533288	JONES MCINTOSH INC	6513	6	30
162202	162232	801519	CHAIN'S IV	ROUTE 31 W	CLYDE	NY	2174-00-00	CS	533288	JONES MCINTOSH INC		6	30
162202	162232	801521	CHAIN'S V	380 E MAIN ST	WATERLOO	NY	2174-00-00	CS	533288	JONES MCINTOSH INC		6	30
162210	162233	759634	SMOKERS CHOICE	ROUTE 23	ONEONTA	NY	2253-00-00	CS	442680	MOUNTAIN CANDY & CI		6	30
162210	162227	772268	SMOKER'S CHOICE 2	259 DUNNING RD	MIDDLETOWN	NY	2253-00-00	CS	442680	MOUNTAIN CANDY & CI		6	30
162210	162234	786561	SMOKERS CHOICE III	151 E MAIN ST	COBLESKILL	NY	2253-00-00	CS	442680	MOUNTAIN CANDY & CI		6	30
162210	162234	817127	SMOKERS CHOICE 4	RR 3 BOX S	AMSTERDAM	NY	2253-00-00	CS	442680	MOUNTAIN CANDY & CI		6	30
162206	162234	763572	TOTALLY TOBACCO	1706 ORISKANY ST W	UTICA	NY	3438-00-00	CS	276331	FLEMING CO./ALTOON		6	30
162305	162322	757620	SMOKERS PARADISE	90 STATE ST	ALBANY	NY	3441-00-00	CS	442680	MOUNTAIN CANDY & CI	985499	6	30
162303	162322	765418	SMOKERS PARADISE	14 SARATOGA RD	SCOTIA	NY	3441-00-00	CS	442680	MOUNTAIN CANDY & CI		6	30
162304	162322	777125	SMOKERS PARADISE III	INC.	LATHAM	NY	3441-00-00	CS	442680	MOUNTAIN CANDY & CI		6	30
162306	162325	777133	SMOKERS PARADISE V	604 PAWLING AVE	TROY	NY	3441-00-00	CS	442680	MOUNTAIN CANDY & CI		6	30
162306	162325	784251	SMOKERS PARADISE VII	TROY PLAZA	TROY	NY	3441-00-00	CS	442680	MOUNTAIN CANDY & CI		6	30

## CTS - 16XX CHAINS

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SHIPPER REF	RR#	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID	SEGMENT	SIS#	MAP NAME	MAP#	DISPLAYS		
											SPLIT	CARTONS	
162209	162223	469492	TOBACCO ROAD I INC	ALTIER PLAZA ROUTE 6	MAYFIELD	PA	4058-00-00	CS	761406	KLEIN CANDY	3	15	
162209	162227	584016	TOBACCO ROAD II INC	BOX 3	HONESDALE	PA	4058-00-00	CS	761406	KLEIN CANDY	3	15	
162209	162229	646088	TOBACCO ROAD 111	RT 590	HAMLIN	PA	4058-00-00	CS	761406	KLEIN CANDY	3	15	
162209	162229	687425	TOBACCO ROAD IV	ROUTE 940 MT POCONO PL	MOUNT POCONO	PA	4058-00-00	CS	761406	KLEIN CANDY	3	15	
162210	162227	738953	TOBACCO ROAD VI	WESTFALL TOWN CENTER	MATAMORAS	PA	4058-00-00	CS	761406	KLEIN CANDY	2	10	
162209	162229	739242	TOBACCO ROAD V	FOUNTAIN SPRING RT 611	TANNERSVILLE	PA	4058-00-00	CS	761406	KLEIN CANDY	2	10	
162204	162228	396574	DANDY MINI MART # 5	RR 1 BOX 63B	TOWANDA	PA	4127-01-00	CS	276331	FLEMING CO./ALTOON	3275	6	30
162607	162228	698700	DANDY MINI MART #22	RR 2 BOX 41B	MILLERTON	PA	4127-01-00	CS	276331	FLEMING CO./ALTOON	3292	6	30
162607	162228	759908	DANDY MINI MART #25	71 MAIN ST	LAWRENCEVILLE	PA	4127-01-00	CS	276331	FLEMING CO./ALTOON	3295	6	30
162602	162630	752927	THE HUMIDOR	4610 SOUTH LAKE ROAD	BROCKPORT	NY	4141-01-00	CS	649920	TRIPIFOODS INC.	1383	2	10
162302	162325	48345	PAULINS, INC.	BANK STREET	NO BENNINGTON	VT	5238-00-00	CS	503160	PINE STATE TOB.&CDY	932301	6	30
162302	162325	623875	PAULINS GAS & STORE	HISTORIC 7A	SHAFTSBURY	VT	5238-00-00	CS	503160	PINE STATE TOB.&CDY	934497	6	30
162302	162325	636765	PAULINS INC.	HISTORIC RT 7A	ARLINGTON	VT	5238-00-00	CS	503160	PINE STATE TOB.&CDY	934497	6	30

## DORAL

- June CTS Outlet Pack Promotion - Buy 4 packs get 1 pack free with name generation insert.
  - VAP ship date to retail week of **June 15, 1998**.
  - Promotion targeted for Retail Partners.
  - Designed to:
    - ➡ Ensure franchise retention during heavy competitive promotion activity
    - ➡ Generate names for DORAL & Co.
  - Utilize special 30-carton display with riser card.

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